

Handout for 'Why your Bank should be a Community Express Lender'
Training Session held on October 13th 2004, present by Tony Wagner

Community Express

Tony Wagner
October 13, 2004

Objective

- To increase SBA loans to:
 - Women
 - Minorities
 - Veterans
 - LMI
 - Low and Moderate income areas

Advantages

- Same as SBAExpress
 - Quick answer form SBA
 - Lender's credit decision
 - Lender's credit analysis
 - Lender's collateral policy
 - Lender's document

Advantages

- 85% SBA guaranty of loans to \$150,000
- 75% guaranty on loans over \$150,000
- Maximum SBA loan \$250,000
- Doesn't affect PLP & SBAExpress status
 - Lender's currency rate, loss rate, etc, on Community express program will not be considered in lender's participation in PLP or SBAExpress.

Lender Requirements

- Lender to provide technical assistants
 - SBA approved Technical Assistants (TA)
 - Lender is require to pay
 - TA such as SCORE qualify and are free
 - \$250.00 is typical amount
- Lender to designate an area as LMI
 - Zip code, census track , etc.
- Lender to have a presents in the LMI
 - Not defined

Requirements

- At least 3 years experience with SBA
- Processed at least 3 loans in each of the prior 3 years
- Acceptable rating in last SBA review
- Currency rate of at least 90%
- Current on 1502 reporting
- Remain
 - current in remitting guaranty fees
 - In good standing with regulatory authority

Web-site

- www.census.gov
- American Fact Finder
- Data sets
- Census 2000 Summary file #(SF-3)
- List all tables
- TMP063 Median Household Income for 1999
- Next: County, Wis., Dane
- Show results

www.census.gov

Where to Apply

- SBA Sacramento Processing Ctr.
- 501 I Street
- Sacramento, CA 95814-232
- Fax: 916-930-2406
- Phone: 916-930-2455
- Rick.Apodaca@sba.gov

Email: Rick.Apodaca@sba.gov

Application Information

- **Lender Name and Address**
 - Contact person, Title, Address, Phone & Fax Number, and Email Address
- **Copy of SBA Forms 750 & 750B**
 - Sign by Bank and District Director
- **Lender Letter Stating**
 - In good standing with primary regulator and not subject to any enforcement action in the past two years.

www.sba.gov/wi/wilenders.html
